

Message Text

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43

ACTION EB-11

INFO OCT-01 EUR-25 ADP-00 CAB-09 CIAE-00 COME-00 DODE-00

INR-10 NSAE-00 RSC-01 FAA-00 L-03 SS-15 NSC-10 PA-03

PRS-01 USIA-15 RSR-01 /105 W
----- 022118

R 211550Z JUL 73

FM AMEMBASSY OTTAWA

TO SECSTATE WASHDC 1381

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E.O. 11652: N/A

TAGS: ETRN, CA

CIVAIR NEGOTIATIONS

SUMMARY.

NEGOTIATING SESSIONS ON JULY 20 PRODUCED A NEW CANADIAN PROPOSAL WHICH, IN USDEL VIEW, REPRESENTS LITTLE MOVEMENT AND STILL LEAVES WIDE DIFFERENCES BETWEEN U.S. AND CANADIAN POSITIONS, TALKS WILL CONTINUE INTO NEXT WEEK WITH RENEWED CANADIAN PRESSURES TO COME TO CRUNCH QUICKLY OF FACE CONSEQUENCES. I.E., END OF PRECLEARANCE ON SEPTEMBER 10.

END OF SUMMARY.

1. AT BRIEF MORNING MEETING JANUARY 21, DELEGATIONS EXCHANGED PROPOSED DATES FOR DOUBLE TRACKING EASTERN CANADA- SFO ROUTE. USDEL PROPOSED 1980 WITH PRIOR SINGLE TRACKING OR 1984 WITHOUT. CANDEL PROPOSED JULY 1, 1975

2. AT LATE AFTERNOON MEETING, CANDEL PRESENTED A SO-CALLED NEW PROPOSAL FOR ALL OF AREA B AND C, AS FOLLOWS;

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A. AREA B FOR CANADA.

- (1) TORONTO - DALLAS/HOUSTON, PHASE I.
- (2) MONTREAL- TORONTO/LAX, PHASE II.
- (3) TORONTO- ST. LOUIS, PHASE II.
- (4) TORONTO- DENVER/LAS VEGAS, PHASE II.
- (5) MONTREAL- CLEVELAND, PHASE III.
- (6) MONTREAL/TORONTO - SFO, JULY 1, 1975.

B. AREA B FOR U.S.

- (1) ROCHESTER- MONTREAL, PHASE I.
- (2) LAX-TORONTO/MONTREAL, PHASE I.
- (3) CLEVELAND- TORONTO, PHASE II.
- (4) DETROIT- MONTREAL, PHASE II.
- (5) CHICAGO- MONTREAL, JULY 1, 1975.
- (6) SFO- TORONTO/MONTREAL, JULY 1, 1975.

C. AREA C FOR CANADA.

- (1) VANCOUVER/VICTORIA- SEATTLE, PHASE I.
- (2) EDMONTON/CALGARY - SFO/LAS, PHASE I, WITH REQUIREMENT THAT EACH FLIGHT SERVING LAS SHALL ALSO SERVE AT LEAST TWO OTHER NAMED POINTS ON THE ROUTE UNTIL PHASE III.
- (3) VANCOUVER- SFO/LAX, PHASE I.
- (4) CALGARY- DENVER/DALLAS, PHASE II.
- (5) CANADA- HONOLULU- FIJI-AUSTRALIA- NEW ZEALAND- (OTHER POINTS IN PACIFIC TO BE AGREED IN COURSE THIS NEGOTIATION) AND BEYOND.

D. AREA C FOR U.S.

- (1) SPOKANE- CALGARY/EDMONTON, PHASE I.
- (2) SPOKANE- VANCOUVER, PHASE I.
- (3) LAX/SFO- CALGARY/EDMONTON, PHASE I.
- (4) HOUSTON/DALLAS/FT. WORTH- CALGARY/EDMONTON- ANCHORAGE/FAIRBANKS, PHASE I.
- (5) LAS VEGAS- CALGARY/EDMONTON, PHASE I.
- (6) DENVER/GREAT FALLS- CALGARY/EDMONTON, PHASE I.

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- (7) HONOLULU- VANCOUVER, JULY 1, 1975.

3. AFTER BRIEF RECESS, USDEL GAVE PRELIMINARY REACTION THAT THERE WAS ONLY ONE IMPROVEMENT FOR U.S. FROM LAST CANADIAN POSITION, NAMELY, ACCEPTANCE OF HONOLULU- VANCOUVER ROUTE, THAT THERE WAS A WORSENING FOR U.S. BY DROPPING CHICAGO- MONTREAL FROM PHASE II, AND THAT ALL OTHER CANADIAN MOVES, WERE OPTICAL. ALTHOUGH

CANDEL INITIALLY ATTEMPTED DISPUTE IT HAD WORSENERD ITS POSITION ON CHICAGO- MONTREAL, IT CONCEDED THIS WAS TRUE. WE PRESSED CANDEL EXPLAIN HOW IT COULD POSSIBLY VIEW ITS OVERALL PROPOSALS AS BALANCED SINCE, TAKING SELF-DIVERSION INTO ACCOUNT, CANADIAN PROPOSALS CLEARLY WOULD PUT CANADA AHEAD BY A WIDE MARGIN. THIS LED TO PREDICTABLE DEBATE OVER RELATIONSHIP AMONG ROUTES, PRECLEARANCE, AND CHARTERS. WHEN CANDEL APPEARED IMPLY THAT CANADA SHOULD OBTAIN MORE ON ROUTES BECAUSE IT WAS CONCEDED ON PRECLEARANCE AND CHARTERS, WE PRESSED ISSUE AND OBTAINED STATEMENT THAT, IN FACT, CANADA WAS CROSS-TRADING. SPECIFICALLY, DEPUTY SAID THAT IF U.S. WAS TO OBTAIN IMPROVEMENTS IN THE CHARTER AREA AND CONTINUATION OF PRECLEARANCE, CANADA WOULD EXPECT TO OBTAIN A ROUTE DEAL IN CANADA'S FAVOR. WE MADE CLEAR THAT USG DID NOT ACCEPT THIS APPROACH.

4. WE TRIED EXPLORE SOME DETAILS OF CANADIAN PROPOSAL WITHOUT SUCCESS. AFTER DEBATE OVER OUR PROPOSAL TO MEET OVER WEEKEND, CANDEL PROPOSED RESUME 10 A.M. MONDAY. USDEL BELIEVES IT CAN CONTINUE TALKS ON MONDAY WITHIN ITS INSTRUCTIONS. WE WILL PROBABLY HAVE TO PUT OVERALL SITUATION TO WASHINGTON FOR REVIEW EARLY IN WEEK. USDEL'S CURRENT ASSESSMENT IS THAT THERE IS OUTSIDE CHANCE CANDEL WILL BACK DOWN AND ACCEPT U.S. POSITION BECAUSE OF PUBLIC AND DOMESTIC POLITICAL REACTION DANGERS IF FULL EXTENT OF U.S. OFFERS (INCLUDING THE PUBLIC INTEREST FEATURES) WERE MADE WIDELY KNOWN. HOWEVER, THER IS STRONG EVIDENCE THAT AT LEAST SOME IMPORTANT ELEMENTS OF GOC HAVE REACHED A FUNDAMENTAL POSITION FROM WHICH THEY WILL NTO RETREAT REGARDLESS OF THE CONSEQUENCES.

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AFTER MEETING, IN CONVERSATION BETWEEN STYLES, DUPUY, SEALS, AND SIMARD DUPUY TROTTED OUT ANOTHER OF HIS THREATS CHARACTERIZED AS A NON-THREAT. WELL-KNOWN THEME WAS THAT THERE WAS A CLOCK TICKING (SEPTEMBER 10 DEADLINE ON PRECLEARANCE), TIME WAS OF THE ESSENCE, AND BOTH SIDES HAD TO COME TO CRUNCH NEXT WEEK OR U.S. WOULD RECEIVE A SHARP REPLY TO ITS LAST NOTE ON PRECLEARANCE. DUPUY SAID THAT THIS REPLY WAS READY, THAT HE WAS SITTING ON IT, BUT THAT HE COULD NOT SIT ON IT MUCH LONGER IF HIS MINISTERS FELT ROUTE NEGOTIATIONS WERE GETTING NOWHERE. STYLES RESPONDED THAT THIS NEWEST SO-CALLED NON-THREAT WAS INDEED A THREAT, THAT IT WAS CANADA WHICH HAD STARTED THE CLOCK TICKING, AND THAT TIMING WAS CANADA'S PROBLEM, NOT OURS. DUPUY WAS CLEARLY TRYING

TO LEAVE IMPRESSION THAT SEPTEMBER 10 DEADLINE
IS FIRM AND UNCHANGEABLE AND THAT NO FURTHER EXTENSIONS
(EVEN TO EASE TRANSITION FROM PRE TO POST-CLEARANCE)
WILL BE GRANTED. WHILE ALL THIS MAY BE GIGANTIC BLUFF,
USDEL DOUBTS GOC CAN NOW BACK DOWN.

6. DUPUY AND SEALS WERE ALSO PUT OUT BY WHAT THEY
FELT WERE U.S. DILATORY TACTICS IN NOT HAVING MEETING
IN MONTREAL WEEK OF JULY 16 ON PRECLEARANCE FACILITIES.
STYLES SUGGESTS ORTMAN TELEPHONE HIS CANADIAN
COUNTERPARTS TO STRAIGHTEN THIS ONE OUT.
JOHNSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 21 JUL 1973
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: garlanwa
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1973OTTAWA01684
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: n/a
From: OTTAWA
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1973/newtext/t19730718/aaaaancc.tel
Line Count: 181
Locator: TEXT ON-LINE
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 4
Previous Channel Indicators:
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: n/a
Review Action: RELEASED, APPROVED
Review Authority: garlanwa
Review Comment: n/a
Review Content Flags:
Review Date: 07 SEP 2001
Review Event:
Review Exemptions: n/a
Review History: RELEASED <07-Sep-2001 by elyme>; APPROVED <13-Nov-2001 by garlanwa>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: n/a
TAGS: ETRN, CA
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005